

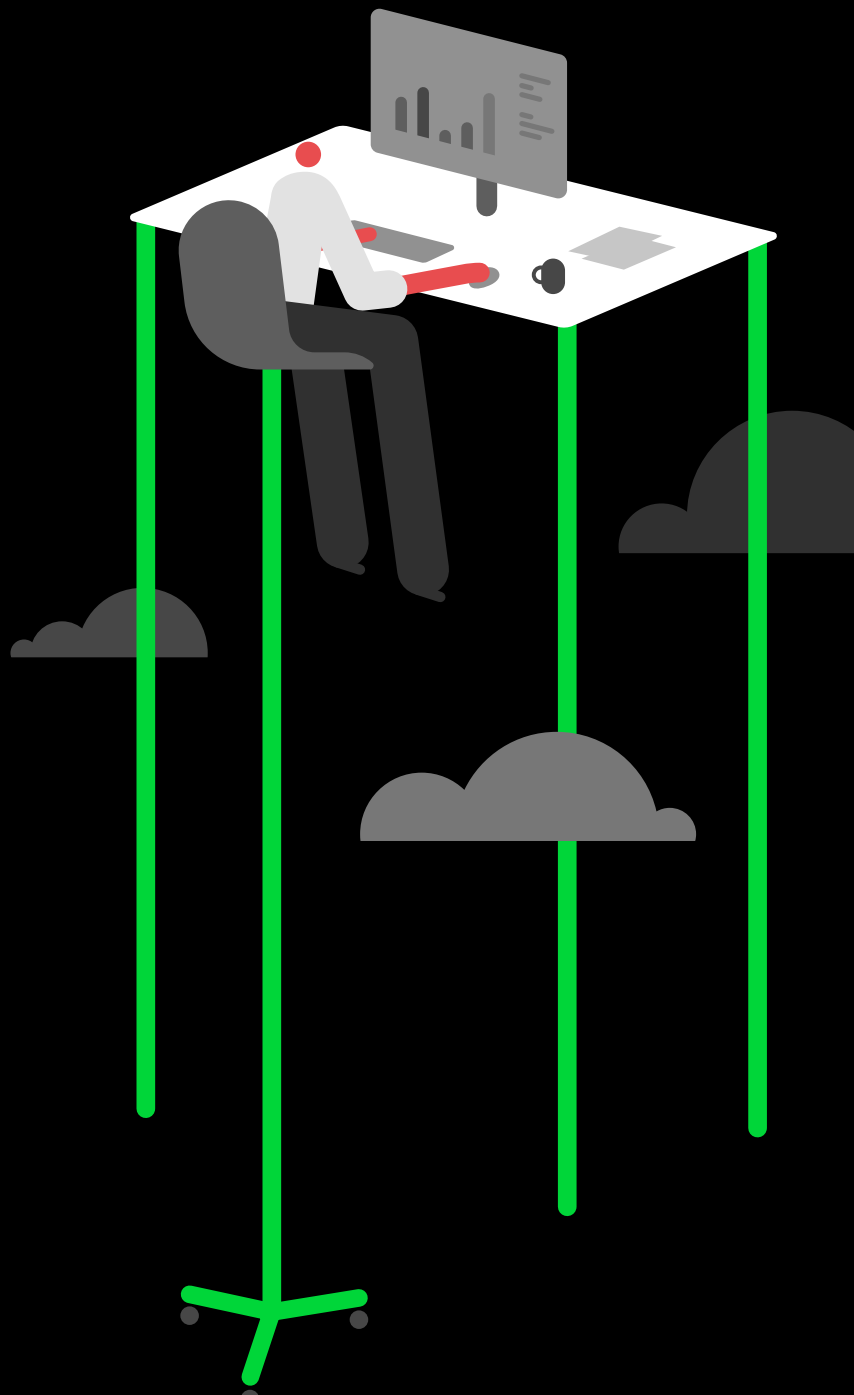


# The Total Economic Impact™ of Sage People

A commissioned study conducted by Forrester Consulting on behalf of Sage People.

Forrester Consulting created a composite organisation to show the quantifiable benefits and costs of investing in Sage People. Based on the characteristics of the interviewed customers, it was a global, mid-sized enterprise with 800 employees.

This composite organisation discovered savings of:



**£690K**

net present value (NPV) over three years

**108%**

return on investment (ROI) over three years

**£1.33M+**

total savings over three years

**6 months**

investment payback period

## Forrester found savings across all areas



**Workforce experience**  
Improved employee experience, reducing the employee attrition rate by 2%, and saving 0.3FTE of HR time by automating tasks.



**HR and people analytics**  
Time spent collecting information and creating reports significantly reduced.



**People management**  
Made common tasks much more efficient with automation.



**Performance management**  
Streamlined performance reviews so they became 3X faster.



**Talent acquisition and onboarding**  
Resulted in a faster hiring process and improved experience for new joiners.



**Time saved by HR**  
In total, Sage People saved the equivalent of over four full time employees (FTE) in the HR team—that's time those HR team members can spend on more strategic initiatives instead.

**4%—£53,156**  
Performance management

**42%—£551,184**  
Workforce experience

**13%—£177,188**  
HR and people analytics

**Savings across all areas**

**22%—£296,460**  
People management

**19%—£251,794**  
Talent acquisition and onboarding

## Beyond the numbers

As well as the significant savings, the study reveals many other benefits our interviewees gained by using Sage People.



**Single source of truth for employee data.**



**Automated remote onboarding.**



**Global compliance.**



**Data security benefits.**



**Financial benefits from better employee engagement.**



**Better, more informed decision-making through business analytics.**

## Don't just take our word for it

“For a mid-market product, Sage People has excellent global reach. We are using Sage People in the 16 countries we have employees. Having current exchange rates and leave and absence management policies for each country is very helpful.”

**Director of HR**  
Transportation Company

“Before, when new hires would come in, we had to do all their paperwork (setting up email addresses, setting up the hire within the company, doing manual admin and completing legal forms for them). It would take us about 4 hours per new employee whereas now it takes us about 15 minutes to have their full account set up.”

**HRIS Manager**  
Industrial Products

“We're automating probably 50 reports a month, and then on top of that, any ad hoc requests that come through... around 10 a month. Before it would have taken a week to a month to bring together these reports.”

**HR Director**  
Legal and Business Services Software

## Read the full study showing the quantifiable benefits and costs of investing in Sage People by Forrester Consulting